Medium to Large Deals in Pipeline: Total # Jobs
Economic Development
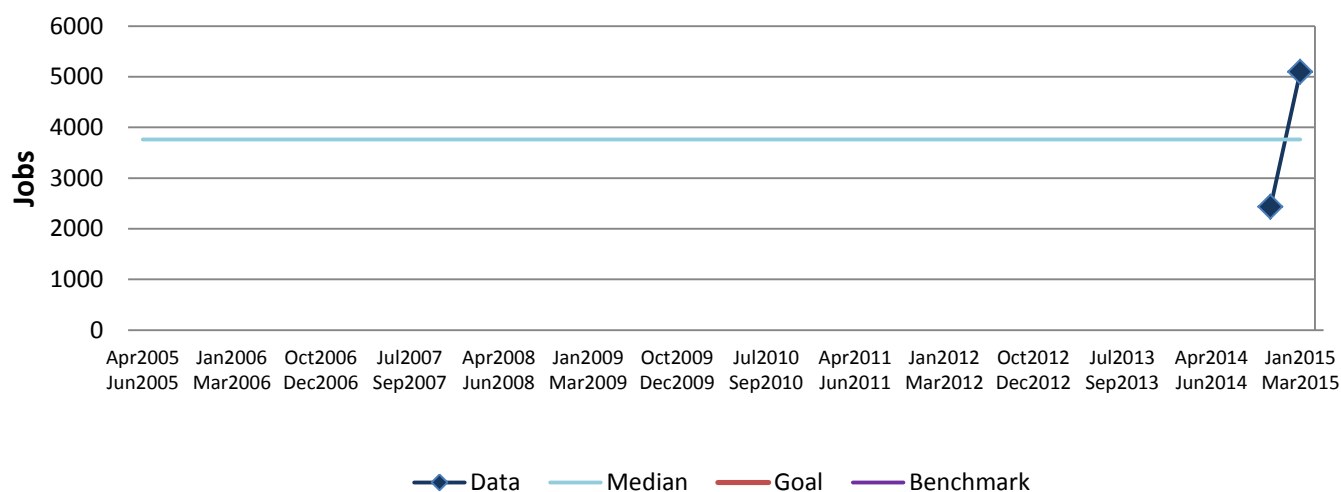
LouieStat

KPI Owner: Rebecca Fleischaker

Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD	Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem
Goal: TBD		Measurement Method: Sum of company reported data
	Goal Source: TBD	
		Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7
	Benchmark Source: TBD	Next Improvement Step: Increase total number of jobs attracted
Benchmark: TBD		

How Are We Doing?

Apr2010-Mar2015 5 Year Goal	Apr2010-Mar2015 5 Year Actual		Jan2015-Mar2015 Goal	Jan2015-Mar2015 Actual	
TBD	**7,529**		**TBD**	**5,097**	
Jobs	Jobs		Jobs	Jobs	

Medium to Large Deals in Pipeline: Total # Jobs

Good

Legend: Data — Median — Goal — Benchmark

The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.